



June 8, 2001

Mr. Bion M. Gregory  
Legislative Counsel  
State Capitol, Room 3021, B-30  
Sacramento, CA 95814

Dear Mr. Gregory:

Attached is the Department of General Services' (DGS), Small Business Annual Report for Fiscal Year 1999/2000. This report is required by Government Code Section 14840.

The report contains: (1) an analysis of last fiscal year versus this fiscal year; (2) legislative highlights assisting small business; (3) success stories of small business participation by state agencies; and (4) statistics regarding statewide small business utilization in state contracting opportunities.

If you need further information or assistance, please contact Patricia Jones, Manager, Procurement Division, DGS, at (916) 324-6455.

Very truly yours,

Barry D. Keene, Director  
Department of General Services

BDK: ML:ml

Enclosure

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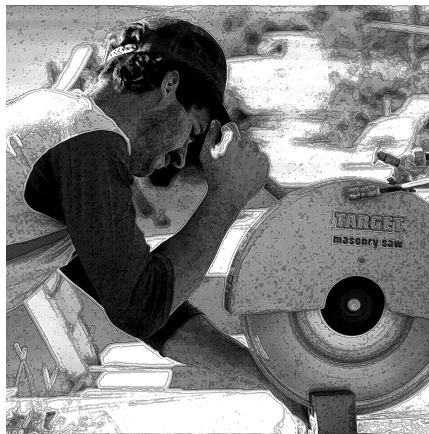
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**LEGISLATURE--REVISED 06/28/00**

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# Small BUSINESS

ANNUAL REPORT  
**1999–2000**



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State of California

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Department of General Services

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Procurement Division

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# **ANNUAL REPORT ON THE PARTICIPATION OF SMALL BUSINESS IN STATE CONTRACTING**

This report on the participation of small business firms in state contracting for Fiscal Year 1999/2000 is hereby submitted to the Legislature by the Department of General Services (DGS) pursuant to the requirements of California Government Code Section 14840 under the Small Business Procurement and Contract Act.

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## REPORTING AGENCIES

Eighty-two agencies reported their respective data to the DGS. Of these, three agencies had not reported any data for the previous fiscal year, and one agency reported that it had not awarded any contracts during Fiscal Year 1999/2000.

Some agencies did not report their data for Fiscal Year 1999/2000. We believe, however, the data provided by the 82 reporting agencies – data indicating over \$500 million in contract awards to small business firms – provides ample evidence of substantial overall improvement in the state's performance with respect to affording small business firms equitable opportunities to participate in state contracting.

## FISCAL YEAR 1999/2000 VS. FISCAL YEAR 1998/1999

### Fiscal Year 1999/2000 Totals

The combined total dollar value of all contract awards reported by the 82 reporting agencies for Fiscal Year 1999/2000 was over \$4.6 billion, with reported awards to small businesses totaling 12.3 percent, and over one-half billion dollars. The following is a comparison of the Fiscal Year 1999/2000 data with the Fiscal Year 1998/1999 data:

	Fiscal Year 1998/1999	Fiscal Year 1999/2000	Percent Change
<b>Total Contract Awards</b>	<b>\$ 3,957,726,011</b>	<b>\$ 4,607,446,304</b>	<b>16.4%</b>
<b>Small Business Awards</b>	<b>\$ 430,612,576</b>	<b>\$ 566,468,173</b>	<b>31.5%</b>
<b>Small Business Percentage</b>	<b>10.9%</b>	<b>12.3%</b>	<b>12.8%</b>

### Three Departments Account for Major Portion of Contract Awards

The Department of Corrections, the DGS and the Department of Transportation accounted for 57 percent of the combined total of contract awards for all 82 reporting agencies, and 66.4 percent of the total awards to small business firms. The following is a comparison of the combined data for these three departments for Fiscal Year 1999/2000 and Fiscal Year 1998/1999:

	<b>Fiscal Year 1998/1999</b>	<b>Fiscal Year 1999/2000</b>	<b>Percent Change</b>
<b>Total Contract Awards</b>	<b>\$ 2,057,808,540</b>	<b>\$ 2,627,837,216</b>	<b>27.7%</b>
<b>Small Business Awards</b>	<b>\$ 222,030,512</b>	<b>\$ 376,039,869</b>	<b>69.4%</b>
<b>Small Business Percentage</b>	<b>10.8%</b>	<b>14.3%</b>	<b>32.4%</b>

## Department of General Services

Of these three departments, the DGS' share of the total contract awards and total awards to small businesses was nearly \$1 billion, or 36 percent of the combined total for the three departments and 20.6 percent of the combined total for all 82 reporting agencies. The DGS' awards to small businesses totaled 62.2 percent of the combined total for the three departments, and 41.3 percent of the combined total for all 82 reporting agencies.

In fact, all DGS organizations achieved improvement in the percentage of awards to small business firms. The following is a comparison of the DGS' Fiscal Year 1999/2000 data and Fiscal Year 1998/1999 data:

	Fiscal Year 1998/1999	Fiscal Year 1999/2000	Percent Change
<b>Total Contract Awards</b>	<b>\$ 575,554,752</b>	<b>\$ 949,568,399</b>	<b>65.0%</b>
<b>Small Business Awards</b>	<b>\$ 119,448,800</b>	<b>\$ 234,208,788</b>	<b>96%</b>
<b>Small Business Percentage</b>	<b>20.8%</b>	<b>24.7%</b>	<b>18.8%</b>

## Procurement Division

Within the DGS, the Procurement Division awarded over \$500 million, with 38.9 percent awarded to small businesses. The following is a comparison of the division's Fiscal Year 1999/2000 data and Fiscal Year 1998/1999 data:

	Fiscal Year 1998/1999	Fiscal Year 1999/2000	Percent Change
<b>Total Contract Awards</b>	<b>\$ 320,268,246</b>	<b>\$ 531,329,053</b>	<b>65.9%</b>
<b>Small Business Awards</b>	<b>\$ 97,975,788</b>	<b>\$ 206,559,352</b>	<b>110.8%</b>
<b>Small Business Percentage</b>	<b>30.6%</b>	<b>38.9%</b>	<b>27.1%</b>

## LEGISLATION PROVES BENEFICIAL

We believe the impressive improvements in the state's overall performance in awarding a greater share of contracts to small businesses are directly attributable to the passage of the following legislation.

Assembly Bill 2275 (Kuykendall) (Chapter 916, Statutes of 1998), which revised the California Prompt Payment Act, has helped to overcome the reluctance of many small business firms to do business with the state because of slow payment. Assembly Bill 1936 (Papan) (Chapter 151, Statutes of 2000), effective January 1, 2001, serves as further evidence that California is serious about its commitment to small business, by removing a loophole that permitted state agencies to take longer than 45 days to pay their bills before penalties begin accruing.

With the passage of Assembly Bill 835 (Wright) (Chapter 1030, Statutes of 1998), for certain transactions with small businesses, the time-consuming requirements for obtaining sealed bids from numerous contractors have been eliminated, making it easier to contract more quickly with certified small businesses. Assembly Bill 2890 (Chapter 776, Statutes of 2000), effective September 27, 2000, extended the Assembly Bill 835 authority to services contracts. In Fiscal Year 2000/2001, further increases in awards to small business firms are anticipated because of the recent passage of Senate Bill 1049 (Chapter 775, Statutes of 2000), effective January 1, 2001. Senate Bill 1049 improves upon Assembly Bills 835 and 2890 by streamlining contracting with certified small businesses for contracts valued at up to \$100,000 and raising the level at which competition must occur from \$2,500 to \$5,000.

Assembly Bill 2405 (Leach) (Chapter 917, Statutes of 1998) required the appointment of a Small Business Advocate within each agency. The advocates are proving to be important champions for promoting small business within their respective agencies. In fact, the efforts of several advocates were recognized during the First Annual Contracting Recognition Awards ceremony, which was held in Sacramento in September and is discussed on the following pages.

By improving the definition of what constitutes a small business under Assembly Bill 2505 (Olberg) (Chapter 821, Statutes of 1998), many firms that were previously ineligible for small business certification can now qualify. This will ultimately result in the state having a greater selection of certified small business firms from which to choose for contract awards.

## STATE CONTRACTING RECOGNITION AWARDS

The First Annual State Contracting Recognition Awards were presented in Sacramento in September 2000, to recognize the outstanding achievements of seven state agencies for developing and implementing effective programs to promote increased contracting opportunities for small and disabled veteran-owned business enterprises.

The DGS established the recognition and awards program in response to Assembly Bill 2405 (Leach) (Chapter 917, Statutes of 1998), effective January 1, 1999. The law requires each agency to appoint a Small Business Advocate whose responsibilities include working with contracting and purchasing professionals within his or her respective agency to identify and promote opportunities for small businesses to compete for state contract awards. It also requires the DGS to establish a recognition and awards program for state employees who make an outstanding contribution to the state's overall effort to increase the level of small business participation in state contracting. Although not required by law, the DGS' program also recognizes state agencies that have made strides towards increasing opportunities for disabled veteran-owned business enterprises.

A panel of judges from the private sector and professional organizations selected seven winners from a roster of 20 nominations. There were three third-place winners of the Bronze Award, three second-place winners of the Silver Award, and one first-place winner of the Gold Award. In making their selections, the panel placed particular emphasis on assessing the relative ease with which each recipient's program can be replicated by other agencies.

## Bronze Award Winners

- **The Department of Corrections, Folsom State Prison**

Folsom State Prison was recognized for its buyer training program on small and disabled veteran-owned business enterprise purchasing participation goals, and for its Target Suppliers Bidders List.

Folsom's buyer training program focuses on use of a "how-to" packet designed to ensure that bid solicitations include goals and compliance strategies to achieve small and disabled veteran-owned business enterprise participation. The organization conducts the training at buyers' work sites and in a formal classroom setting at its In-Service Training facility. It also conducts one-on-one training as necessary to ensure that every buyer is fully familiar with the organization's goals and objectives and the methods established to achieve them.

The Target Suppliers Bidders List facilitates identifying certified small and disabled veteran-owned business enterprises for potential contract awards. Folsom regularly updates the Target Suppliers Bidders List to ensure that it is current. The list has proven to be a great timesaving tool. And the training program is paying dividends. Both activities are resulting in increased awards to small and disabled veteran-owned business enterprises.

- **The Department of General Services Office of Fleet Administration**

The Office of Fleet Administration was recognized for its comprehensive training program designed to familiarize the organization's state garage employees at its seven facilities in Northern and Southern California with the state's small and disabled veteran-owned business enterprise programs and the certification processes. The training was also given to 25 fleet auto inspectors at the organization's annual inspectors meeting.

In order to develop the training, Fleet Administration's Small Business Advocate enrolled in the three-day training course provided by the Office of Small Business Certification and Resources. *He learned what he needed to teach.* Then he received personalized training from a certification officer to learn how to complete the small and disabled veteran-owned business enterprise certifications.

Fleet Administration's training was designed to heighten employee awareness of the small and disabled veteran-owned business enterprise programs and to increase their ability to recognize when an existing or potential supplier could possibly become certified. The training also included teaching the employees how to use the Office of Small Business Certification and Resources website to identify potential small and disabled veteran-owned business enterprises for possible contract awards.

The training, coupled with an effective direct mailing and telephone follow-up campaign, is beginning to pay off in terms of increasing the pool of certified small and disabled veteran-owned business enterprises.

- **The Department of General Services,  
Office of Risk and Insurance Management**

The Office of Risk and Insurance Management was recognized with the Bronze Award for its strong executive support of increasing opportunities for small business participation in state contracting.

This organization awards approximately 39 contracts a year. The majority of the contractors, while small, were not actually certified as small businesses prior to 1999.

Under the guidance and support of the organization's office chief, the Risk and Insurance Management staff went to work to get these firms certified as small businesses. The staff contacted the contractors to explain in detail the benefits of certification and encouraged them to apply for certification. The organization's Small Business Advocate monitored the progress and also provided one-on-one assistance to the contractors in completing the necessary paperwork.

Their efforts are paying off. The Office of Risk and Insurance Management small business participation in both goods and service purchases has grown from 15.4 percent in Fiscal Year 1998/1999 to 78.1 percent in Fiscal Year 1999/2000.

## Silver Award Winners

- **The Office of Real Estate Appraisers**

The Office of Real Estate Appraisers was recognized for implementing its program that focuses on providing the maximum number of contracting opportunities possible to small and disabled veteran-owned enterprises.

Under the program, whenever possible, the organization gives certified small and disabled veteran-owned business enterprises the first opportunity to bid for goods and services.

To identify potential sources of supply, the organization makes effective use of its existing supplier list and the Office of Small Business Certification and Resources Internet website to identify certified suppliers. The organization also established an Internet link with the Office of Small Business Certification and Resources web page to facilitate referring suppliers to the appropriate contact for obtaining certification.

The organization initiated an awareness program to notify their existing suppliers about the changes in the definition of a small business that became effective in January 1999, and the benefits of certification. The organization was also instrumental in persuading the Office of Small Business Certification and Resources to develop an informational flyer targeted to small businesses and which can be used by any agency.

The Office of Real Estate Appraisers mailed the flyer to all of its suppliers and followed up the mailing with direct telephone contacts.

Through their efforts, the Office of Real Estate Appraisers increased its small business contract participation rate from 22 percent in Fiscal Year 1998/1999 to 30.5 percent in Fiscal Year 1999/2000.

- **Avenal State Prison**

Avenal State Prison received the Silver Award for its Small Business/Disabled Veteran Business Enterprise Program.

The program requires thorough prior review of all purchases valued at up to \$49,999 to ensure small and disabled veteran-owned business enterprises are fairly considered, following a strict set of guidelines. If the guidelines are not followed for any purchase order in this dollar range, the purchase order is returned to the originator.

This has proven to be very effective — so much so that Avenal's disabled veteran-owned business enterprise participation in contract awards is now averaging 35 percent, well above the three percent goal mandated by law.

- **California State Lottery Commission**

The California State Lottery Commission received the Silver Award in recognition of the organization's Small Business Utilization and Monitoring Report Process designed to increase opportunities for small business participation in contract awards.

In place for over 14 years, the Lottery Commission's program is a clear statement that it believes the fundamental intent behind small business participation is to ensure that the state is investing in its small business entrepreneurs when it contracts out for goods and services.

The organization proclaims that "intending" to provide business opportunities for small businesses is only one component of an effective small business program. There must be a monitoring system to *ensure* participation commitments are met, because such a

system provides a better indication of contract dollars actually being paid to small businesses both as contractors and as subcontractors.

To achieve this valuable tracking of business-to-small business visibility, the Lottery Commission includes contract language in its prime contracts that requires the prime contractors to provide biannual reports on actual small business subcontractor utilization and the certification of each subcontractor as a small business, as well as the dollars paid to each reported small business subcontractor and the specific tasks performed by the subcontractor.

Bidders know when they *commit* to provide small business opportunities; they must *remit* (make payments to those businesses), and then *submit* the required reports to verify payments are made.

The program also includes a requirement for small businesses that are performing as subcontractors to complete confirmation letters to verify the payments indicated by the prime contractors in their reports to the Lottery Commission.

In addition to including the small business utilization requirement in their prime contracts, the Lottery Commission assists its prime contractors in reaching out to small businesses on a continuous basis, thus ensuring that additional contracting opportunities are provided to small businesses.

In over 14 years that the California State Lottery has had this program up and running, the organization has awarded roughly \$500,000,000, or an average of 35 percent, in contract dollars directly and indirectly to California's small business community.

## Gold Award Winner

- **Prison Industry Authority**

The Prison Industry Authority received the Gold Award in recognition of the organization's Game Plan for increasing small and disabled veteran-owned business enterprise participation and for its Small Business Tool Kit designed to assist Prison Industry Authority staff in carrying out the Game Plan.

In developing the Game Plan, the members of the organization set this challenge for themselves:

"How to make small business a big deal"

Their game plan included several actions:

- Communicating top management's support;
- Educating and training contracting and purchasing professionals and providing them with the tools to motivate existing and potential suppliers to take action and minimize resistance in completing the certification application;
- Structuring contracts to facilitate small and disabled veteran-owned business enterprise participation;
- Marketing to small and disabled veteran-owned enterprises;
- Using California Multiple Award Schedules small businesses;
- Ensuring that all participation by small and disabled veteran-owned enterprises is reported;
- Recognizing and celebrating Prison Industry Authority's image as important to

small and disabled veteran-owned business enterprises.

To facilitate carrying out the Plan, the organization created what it calls a Small Business Tool Kit. The kit familiarizes Prison Industry Authority contracting and purchasing professionals with small business and disabled veteran-owned business enterprise programs and helps the staff identify potential small and disabled veteran-owned enterprises. It also provides guidance to small and disabled veteran-owned business enterprises with respect to information about doing business with the state.

The Tool Kit's quick fax and mail-out features are designed to provide potential contractors with the very latest small and disabled veteran-owned business enterprise certification information from the Office of Small Business Certification and Resources.

These initiatives have achieved very impressive results. Awards to small business firms in Fiscal Year 1998/1999 totaled \$9,176,632, or 14.9 percent of the organization's total contract awards. In Fiscal Year 1999/2000, awards to small business firms were \$19,513,351, or 37.7 percent of the organization's total contract awards. This is a 22.8-point gain over the previous year's small business percentage, representing an overall improvement of 153 percent. The organization also achieved nearly a ten-fold increase in the total dollars awarded to disabled veteran-owned business enterprises.

According to the Prison Industry Authority, these results from their initiatives were immediately measurable. And the organization has no doubt that what it has done can be replicated easily by any other organization.

## **OTHER HIGH ACHIEVERS**

Eleven agencies that have not been mentioned elsewhere in this report achieved particularly high percentages in contract awards to small business firms. What is significant is that most of these 11 agencies awarded less than \$2 million in contracts in Fiscal Year 1999/2000. Notwithstanding this consideration, these 11 agencies nevertheless awarded more than 25 percent of their total contract award dollars to small business firms – an exemplary level of excellence that deserves recognition.

## HIGH ACHIEVERS

<u>ORGANIZATION</u>	<u>SMALL BUSINESS AWARDS PERCENTAGE</u>
❖ Commission on Teacher Credentialing	32.0%
❖ Department of Aging	54.7%
❖ Department of Alcoholic Beverage Control	25.1%
❖ Department of Boating and Waterways	42.0%
❖ Department of Corporations	35.7%
❖ Department of Financial Institutions	28.7%
❖ Department of Personnel Administration	44.4%
❖ Emergency Medical Services Authority	52.2%
❖ Energy Resources, Conservation and Development Commission	38.9%
❖ Managed Risk Medical Insurance Board	48.9%
❖ State Teachers' Retirement System	38.8%

## CONTINUOUS IMPROVEMENTS AND ACTIVITIES

The DGS continues to provide leadership in promoting the importance of small business to California's economic strength and in promoting throughout all state agencies the importance of creating opportunities for small business firms to compete for contract awards for which they qualify.

The DGS' objective is to lead by example, building upon past successes through continuous improvement of its small business programs and activities. The Small Business Council, which was established under the auspices of the department, has been strengthened with expanded membership and a broader scope. Outreach activities have been stepped up to assist small and disabled veteran-owned business entrepreneurs in understanding the state's programs and how to pursue opportunities for participating in state contracting. Presentations to and training of state contracting officials and their management have also been stepped up to ensure their understanding of the importance of small and disabled veteran-owned business enterprises in state contracting.

The DGS will also meet with other departments to explore ways to improve overall performance with respect to awarding a greater share of contract dollars to small business firms. With the objective of developing best practices that can be shared with all agencies, the DGS will focus particularly on gaining insights from those agencies that have achieved high percentages of awards to small business firms.

## **Small Business Council**

The original Small Business Council, composed of representatives from the small business community and representatives from various state agencies, was established under the auspices of the DGS. Its purpose is to serve as a forum to identify improvements needed to increase opportunities for small businesses to compete for state contract awards. The council has been a valuable source of ideas for many improvements in the state's processes to facilitate opportunities for small business.

Last year, the council's membership was expanded and strengthened with the addition of several new members. Its membership now includes 17 individuals from the private sector, two individuals from local government agencies and eight individuals from various state agencies. For the first time since the council was established, representatives from large businesses are included among the private sector membership that was previously made up solely of representatives from the small business community. With the addition of large businesses and their perspectives on small business issues, the council is achieving an important level of dialog and understanding among all of the members as to how to achieve optimum results for the small business community.

The council has also broadened its scope through establishing regional small business councils to achieve greater exposure to and understanding of the needs and concerns of the state's small business community at the "grass roots" level. Four regional councils have been established, with one in the Bay Area, and one each in Los Angeles, the Inland Empire (Riverside), and San Diego, and the first official regional council meeting was held in February 2001.

As an adjunct to the Small Business Council's activities, the DGS established a Disabled Veteran-Owned Business Enterprise Council in January 2001. Its charter is similar to that of the Small Business Council, focused on establishing a forum for meaningful dialog among the members to explore ways to improve opportunities for disabled veteran-owned business enterprises to participate in state contracting.

## **Merger**

The Office of Small Business Certification and Resources merged with the Procurement Division, on July 1, 2000, with the objective of strengthening the small and disabled veteran-owned business enterprise programs. The merger has resulted in greatly improved outreach efforts, focused on helping small and disabled veteran-owned business enterprises identify opportunities for participating in state contracting, while also assisting them to become certified.

## **Outreach and Training**

The Procurement Division enhanced its outreach activities to help small businesses understand the state's contracting practices and how to participate in state contracting. In the past year, the division's Small Business Opportunity Unit and the Office of Small Business Certification and Resources conducted presentations at conferences and special events to a combined audience of over 3,000 small and disabled veteran-owned business enterprises throughout the state.

These representatives also met with or held training sessions for several hundred state contracting officials and their management, helping them to understand the importance of certification and stressing the need to ensure small and disabled veteran-owned business enterprises are fairly considered for state contracting opportunities.

## RECOMMENDATIONS

The DGS has several recommendations for improving various aspects of the state's small business program. These recommendations address the need for improving state agency reporting requirements, as well as the need for agencies to develop plans to achieve specific small business participation goals in their contracting programs.

The recommendations also underscore the ongoing need to increase the number of certified small business firms while retaining those firms that are already certified to ensure there is an optimum base of small business firms from which to choose for the state's requirements.

There must also be an appropriate means to provide incentives to prime contractors to increase the use of qualified, certified small businesses in the performance of work under contracts with the state.

State Agency Secretaries should examine the small business participation levels within their respective agencies, place a priority on increased small business participation in state contracting, and communicate that priority to administrative and program staff. In addition, Agency Secretaries should provide visible support for small business advocates within their Agency, and empower those advocates to implement process changes that would enhance opportunities for small businesses to compete for state contracts.

Specific recommendations are included on the next page.

## **RECOMMENDATIONS**

### **Establish Reporting Accountability Among All Agencies**

The California Code of Regulations, Article 2. Small Business Preference, Section 1896.8 requires state agencies to “. . .submit reports at such intervals and upon such formats as requested by the Department of General Services” to assist the department in preparing reports and compiling information in accordance with the Small Business Procurement and Contract Act.

Notwithstanding this requirement, the DGS does not receive the required information from every agency. To remedy this situation, the DGS has undertaken an initiative to improve the small business contract award participation reporting process. The department just recently released a new report format to agencies, along with comprehensive instructions, and plans to conduct training sessions upon request to ensure agencies fully understand the new report format.

State agencies should also be required to explain the reasons for any unusual spikes in small business percentages — either upward or downward. Such information is essential in analyzing the data and assessing the impact of the dynamics of changing demands weighed against the availability of viable small business sources of supply for the state's requirements. This reporting requirement would be consistent with the reporting requirement specified under Public Contract Code Section 10115.5 for the Disabled Veteran-Owned Business Enterprise Program, whereby state agencies must explain why they did not achieve the Disabled Veteran-Owned Enterprise Participation Program goals and what remedial steps they will take in the coming year to assure progress is made.

### **Establish Specific Goals and Require Detailed Planning**

The DGS encourages state agencies to achieve a participation level of 25 percent. Other states, such as New Jersey, require specific plans to be developed at the department level for achieving specified goals. A requirement for similar annual plans by California state agencies would enhance the importance of small business participation in state contracting, as well as the likelihood for success in achieving the established goals.

### **Enlarge the Pool of Certified Small Businesses**

The DGS is focusing its efforts on retaining currently certified firms and capturing new firms by working collaboratively with other state agencies, local government, and other certification organizations.

### **Provide Incentives for Small Business Subcontracting**

Some states, such as Texas, provide incentives for prime contractors to use targeted business group subcontractors when bidding on state contracts.

In California, similar bid evaluation incentives are sometimes used in connection with large construction projects. For example, a small business subcontracting participation goal is specified in the solicitation and, as part of the evaluation process, extra points are awarded to bidders that commit to using small businesses to perform a specified portion of the contract.

Where appropriate and permitted by law, these types of practices could also be applied to contracts for goods, services, or information technology.



## **CERTIFIED SMALL BUSINESS FIRMS BY NUMBER OF EMPLOYEES**

The following is a breakdown of the state's 5,579 certified small business firms by number of employees as of June 30, 2000. This information is reported pursuant to California Government Code Section 14840 (e) under the Small Business Procurement and Contract Act.

<u>Number of Employees</u>	<u>Number of Certified Small Business Firms</u>
0 - 25	5,115
26 - 50	339
51 - 75	91
76 - 100	34

## **STATE AGENCY SMALL BUSINESS PARTICIPATION**

The total contract award dollars, the total dollars awarded to small business firms and the percentage of small business participation achieved by each of the 82 reporting agencies are shown on the following pages. Also included is a breakdown of awards by goods (formerly referred to as commodities), service and construction contracts for each agency, along with the small business participation by dollars and percentage in each category.

## Small Business Participation

By Department of General Services

FY 99/00

Office	Total Contract	Small Business Contract Dollars	Office Small Business %
DGS - ADMINISTRATIVE HEARINGS	\$3,291,616	\$771,891	23.5%
DGS - ARCHITECT, DIVISION OF THE	\$2,814,328	\$1,090,460	38.7%
DGS - EXECUTIVE OFFICE	\$892,586	\$242,784	27.2%
DGS - FISCAL SERVICES	\$1,602,473	\$12,409	0.8%
DGS - FLEET ADMINISTRATION	\$13,763,998	\$435,122	3.2%
DGS - HUMAN RESOURCES	\$190,237	\$9,504	5.0%
DGS - LEGAL SERVICES	\$90,318	\$4,074	4.5%
DGS - PROCUREMENT	\$531,329,053	\$206,559,352	38.9%
DGS - PUBLIC SCHOOL CONST.	\$881,054	\$6,385	0.7%
DGS - REAL ESTATE SERVICES	\$343,106,734	\$18,994,870	5.5%
DGS - RISK & INSURANCE MGT	\$950,997	\$743,095	78.1%
DGS - SMALL BUSINESS CERT.	\$466,644	\$408,755	87.6%
DGS - STATE PUBLISHING	\$38,096,348	\$3,435,621	9.0%
DGS - TELECOMMUNICATIONS	\$12,092,013	\$1,494,466	12.4%
<b>DEPARTMENT TOTALS</b>	<b>\$949,568,399</b>	<b>\$234,208,788</b>	<b>24.7%</b>

**Small Business  
Contract Totals by Department  
FY 99/00**

<b>Department</b>	<b>Total Contract Dollars</b>	<b>Small Business Contract Dollars</b>	<b>Department Small Business %</b>
Aging, Department of	\$395,198	\$216,150	54.7%
Air Resources Board	\$10,752,395	\$2,024,356	18.8%
Alcohol & Drug Programs, Department of	\$4,249,771	\$994,408	23.4%
Alcoholic Beverage Control, Department of	\$590,675	\$148,314	25.1%
Arts Council, California	\$200,029	\$40,299	20.1%
Boating & Waterways, Department of	\$1,299,643	\$546,282	42.0%
Building Standards Commission, California	\$46,000	\$2,000	4.3%
Business, Transportation, Housing Agency	\$183,525	\$5,702	3.1%
Coastal Commission, California	\$191,761	\$19,275	10.1%
Coastal Conservancy, State	\$2,086,195	\$135,576	6.5%
Community Services & Development, Department of	\$1,397,522	\$89,632	6.4%
Conservation Corps, California	\$14,180,331	\$596,917	4.2%
Consumer Affairs, Department of	\$177,879,009	\$5,236,401	2.9%

Department	Total Contract Dollars	Small Business Contract Dollars	Department Small Business %
Controller, State	\$4,336,116	\$492,127	11.3%
Corporations, Department of	\$2,869,412	\$1,025,263	35.7%
Corrections, Department of	\$576,857,646	\$41,884,176	7.3%
Criminal Justice Planning, Office of	\$620,653	\$83,186	13.4%
Developmental Services, Department of	\$56,194,521	\$11,600,723	20.6%
Emergency Medical Services Authority	\$743,296	\$387,681	52.2%
Emergency Services, Office of	\$12,877,080	\$617,339	4.8%
Employment Development Department	\$44,595,720	\$5,970,598	13.4%
Energy Resources, Conservation & Development Commission	\$15,600,872	\$6,064,113	38.9%
Environmental Health Hazard Assessment, Office of	\$5,224,541	\$652,648	12.5%
Environmental Protection Agency, California	\$1,212,891	\$106,585	8.8%
Equalization, Board of	\$9,592,906	\$1,606,945	16.8%
Exposition & State Fair, California	\$9,763,095	\$772,144	7.9%
Fair Employment & Housing Commission	\$61,412	\$1,154	1.9%
Fair Employment & Housing, Department of	\$337,183	\$35,631	10.6%
Finance, Department of	\$612,505	\$66,600	10.9%

Department	Total Contract Dollars	Small Business Contract Dollars	Department Small Business %
Financial Institutions, Department of	\$259,200	\$74,412	28.7%
Fish & Game, Department of	\$32,149,088	\$2,559,034	8.0%
Food & Agriculture, Department of	\$11,696,763	\$2,199,392	18.8%
Forestry and Fire Protection, Department of	\$96,179,775	\$5,782,696	6.0%
Franchise Tax Board	\$44,432,101	\$9,919,509	22.3%
General Services, Department of	\$949,568,399	\$234,208,788	24.7%
Health & Human Services Agency Data Center	\$40,167,677	\$2,958,022	7.4%
Health Planning & Development, Office of Statewide	\$1,763,739	\$244,663	13.9%
Health Services, Department of	\$31,427,660	\$4,257,226	13.5%
Highway Patrol, California Department of	\$26,002,753	\$6,444,532	24.8%
Horse Racing Board, California	\$3,879,186	\$34,489	0.9%
Housing & Community Development, Department of	\$1,686,160	\$243,415	14.4%
Housing Finance Agency, California	\$4,092,315	\$70,961	1.7%
Industrial Relations, Department of	\$7,139,946	\$901,450	12.6%
Insurance, Department of	\$9,255,973	\$2,226,249	24.1%
Integrated Waste Management Board, California	\$15,174,826	\$1,159,545	7.6%

Department	Total Contract Dollars	Small Business Contract Dollars	Department Small Business %
Library, California State	\$1,444,214	\$67,774	4.7%
Lottery Commission, California State	\$16,642,304	\$3,823,863	23.0%
Managed Risk Medical Insurance Board	\$262,048	\$128,048	48.9%
Mental Health, Department of	\$62,541,344	\$5,774,560	9.2%
Military Department	\$3,517,849	\$401,663	11.4%
Motor Vehicles, Department of	\$43,288,943	\$7,986,607	18.4%
Parks & Recreation, Department of	\$54,510,850	\$11,687,889	21.4%
Peace Officer Standards and Training, Commission on	\$13,158,457	\$270,641	2.1%
Personnel Administration, Department of	\$4,136,896	\$1,838,094	44.4%
Pesticide Regulation, Department of	\$4,534,691	\$1,161,566	25.6%
Prison Industry Authority	\$51,814,801	\$19,513,351	37.7%
Prison Terms, Board of	\$666,493	\$222,729	33.4%
Public Defender, State	\$1,817,376	\$252,453	13.9%
Public Employees' Retirement System	\$137,414,393	\$2,367,337	1.7%
Public Utilities Commission, State of California	\$6,895,428	\$924,034	13.4%
Real Estate Appraisers, Office of	\$127,889	\$39,037	30.5%

Department	Total Contract Dollars	Small Business Contract Dollars	Department Small Business %
Real Estate, Department of	\$2,793,415	\$400,904	14.4%
Science Center, California	\$2,138,981	\$481,694	22.5%
Secretary of State	\$13,087,999	\$460,132	3.5%
Social Services, Department of	\$22,839,842	\$4,711,879	20.6%
State Lands Commission	\$630,832	\$1,978	0.3%
State Mandates, Commission on	\$144,763	\$6,791	4.7%
State University, California	\$540,711,609	\$28,321,602	5.2%
Stephen P. Teale Data Center	\$52,295,484	\$1,143,842	2.2%
Student Aid Commission, California	\$25,284,007	\$544,484	2.2%
Summer School for the Arts, California State	\$1,076,333	\$9,839	0.9%
Teacher Credentialing, Commission on	\$1,333,243	\$426,676	32.0%
Teachers' Retirement System, State	\$8,477,033	\$3,288,749	38.8%
Trade & Commerce Agency, California	\$10,091,512	\$1,457,807	14.4%
Traffic Safety, Office of	\$1,308,752	\$4,912	0.4%
Transportation, Department of	\$1,101,411,171	\$99,946,905	9.1%
Treasurer, State	\$2,831,970	\$291,448	10.3%

Department	Total Contract Dollars	Small Business Contract Dollars	Department Small Business %
Veterans Affairs, Department of	\$9,439,141	\$256,323	2.7%
Water Resources Control Board, State	\$10,132,195	\$1,060,602	10.5%
Water Resources, Department of	\$123,214,664	\$8,102,189	6.6%
Youth Authority, Department of the	\$45,601,918	\$4,383,163	9.6%
<b>Statewide Totals</b>	<b>\$4,607,446,304</b>	<b>\$566,468,173</b>	<b>12.3</b>

**Small Business Participation  
By Agency  
FY 99/00**

<b>Agency</b>	<b>Total Contract Dollars</b>	<b>Small Business Contract Dollars</b>	<b>Agency Small Business %</b>
Business Transportation & Housing	\$1,236,909,694	\$117,534,806	9.5%
California State University	\$540,711,609	\$28,321,602	5.2%
Environmental Protection	\$45,818,648	\$6,058,717	13.2%
Health & Human Services	\$266,316,290	\$37,205,542	14.0%
Other	\$225,041,987	\$38,400,028	17.1%
Resources	\$339,413,179	\$35,493,971	10.5%
State & Consumer Services	\$1,320,017,328	\$255,505,632	19.4%
Trade & Commerce	\$10,091,512	\$1,457,807	14.4%
Youth & Adult Correctional	\$623,126,057	\$46,490,068	7.5%
<b>Statewide Totals</b>	<b>\$4,607,446,304</b>	<b>\$566,468,173</b>	<b>12.3%</b>

# Small Business Participation

## By Agency and Department

### FY 99/00

Agency and Department	Total Contract Dollars	Small Business Contract Dollars	Department Small Business %
<b>Business Transportation &amp; Housing</b>			
Alcoholic Beverage Control, Department of	\$590,675	\$148,314	25.1%
Business, Transportation, Housing Agency	\$183,525	\$5,702	3.1%
Corporations, Department of	\$2,869,412	\$1,025,263	35.7%
Financial Institutions, Department of	\$259,200	\$74,412	28.7%
Highway Patrol, California Department of	\$26,002,753	\$6,444,532	24.8%
Housing & Community Development, Department of	\$1,686,160	\$243,415	14.4%
Housing Finance Agency, California	\$4,092,315	\$70,961	1.7%
Motor Vehicles, Department of	\$43,288,943	\$7,986,607	18.4%
Real Estate Appraisers, Office of	\$127,889	\$39,037	30.5%
Real Estate, Department of	\$2,793,415	\$400,904	14.4%
Stephen P. Teale Data Center	\$52,295,484	\$1,143,842	2.2%
Traffic Safety, Office of	\$1,308,752	\$4,912	0.4%
Transportation, Department of	\$1,101,411,171	\$99,946,905	9.1%
Business Transportation & Housing Totals	\$1,236,909,694	\$117,534,806	9.5%

Agency and Department	Total Contract Dollars	Small Business Contract Dollars	Department Small Business %
<b>California State University</b>			
State University, California	\$540,711,609	\$28,321,602	5.2%
California State University Totals	\$540,711,609	\$28,321,602	5.2%
<b>Environmental Protection</b>			
Air Resources Board	\$10,752,395	\$2,024,356	18.8%
Environmental Health Hazard Assessment, Office of	\$5,224,541	\$652,648	12.5%
Integrated Waste Management Board, California	\$15,174,826	\$1,159,545	7.6%
Pesticide Regulation, Department of	\$4,534,691	\$1,161,566	25.6%
Water Resources Control Board, State	\$10,132,195	\$1,060,602	10.5%
Environmental Protection Totals	\$45,818,648	\$6,058,717	13.2%

Agency and Department	Total Contract Dollars	Small Business Contract Dollars	Department Small Business %
<b>Health &amp; Human Services</b>			
Aging, Department of	\$395,198	\$216,150	54.7%
Alcohol & Drug Programs, Department of	\$4,249,771	\$994,408	23.4%
Community Services & Development, Department of	\$1,397,522	\$89,632	6.4%
Developmental Services, Department of	\$56,194,521	\$11,600,723	20.6%
Emergency Medical Services Authority	\$743,296	\$387,681	52.2%
Employment Development Department	\$44,595,720	\$5,970,598	13.4%
Health & Human Services Agency Data Center	\$40,167,677	\$2,958,022	7.4%
Health Planning & Development, Office of Statewide	\$1,763,739	\$244,663	13.9%
Health Services, Department of	\$31,427,660	\$4,257,226	13.5%
Mental Health, Department of	\$62,541,344	\$5,774,560	9.2%
Social Services, Department of	\$22,839,842	\$4,711,879	20.6%
Health & Human Services Totals	\$266,316,290	\$37,205,542	14.0%

Agency and Department	Total Contract Dollars	Small Business Contract Dollars	Department Small Business %
<b>Other</b>			
Arts Council, California	\$200,029	\$40,299	20.1%
Controller, State	\$4,336,116	\$492,127	11.3%
Criminal Justice Planning, Office of	\$620,653	\$83,186	13.4%
Emergency Services, Office of	\$12,877,080	\$617,339	4.8%
Environmental Protection Agency, California	\$1,212,891	\$106,585	8.8%
Equalization, Board of	\$9,592,906	\$1,606,945	16.8%
Exposition & State Fair, California	\$9,763,095	\$772,144	7.9%
Fair Employment & Housing, Department of	\$337,183	\$35,631	10.6%
Finance, Department of	\$612,505	\$66,600	10.9%
Food & Agriculture, Department of	\$11,696,763	\$2,199,392	18.8%
Horse Racing Board, California	\$3,879,186	\$34,489	0.9%
Industrial Relations, Department of	\$7,139,946	\$901,450	12.6%
Insurance, Department of	\$9,255,973	\$2,226,249	24.1%
Library, California State	\$1,444,214	\$67,774	4.7%
Lottery Commission, California State	\$16,642,304	\$3,823,863	23.0%
Managed Risk Medical Insurance Board	\$262,048	\$128,048	48.9%

<b>Agency and Department</b>	<b>Total Contract Dollars</b>	<b>Small Business Contract Dollars</b>	<b>Department Small Business %</b>
Military Department	\$3,517,849	\$401,663	11.4%
Peace Officer Standards and Training, Commission on	\$13,158,457	\$270,641	2.1%
Personnel Administration, Department of	\$4,136,896	\$1,838,094	44.4%
Prison Industry Authority	\$51,814,801	\$19,513,351	37.7%
Public Defender, State	\$1,817,376	\$252,453	13.9%
Public Utilities Commission, State of California	\$6,895,428	\$924,034	13.4%
Secretary of State	\$13,087,999	\$460,132	3.5%
State Lands Commission	\$630,832	\$1,978	0.3%
State Mandates, Commission on	\$144,763	\$6,791	4.7%
Student Aid Commission, California	\$25,284,007	\$544,484	2.2%
Summer School for the Arts, California State	\$1,076,333	\$9,839	0.9%
Teacher Credentialing, Commission on	\$1,333,243	\$426,676	32.0%
Treasurer, State	\$2,831,970	\$291,448	10.3%
Veterans Affairs, Department of	\$9,439,141	\$256,323	2.7%
Other Totals	\$225,041,987	\$38,400,028	17.1%

Agency and Department	Total Contract Dollars	Small Business Contract Dollars	Department Small Business %
<b>Resources</b>			
Boating & Waterways, Department of	\$1,299,643	\$546,282	42.0%
Coastal Commission, California	\$191,761	\$19,275	10.1%
Coastal Conservancy, State	\$2,086,195	\$135,576	6.5%
Conservation Corps, California	\$14,180,331	\$596,917	4.2%
Energy Resources, Conservation & Development Commission	\$15,600,872	\$6,064,113	38.9%
Fish & Game, Department of	\$32,149,088	\$2,559,034	8.0%
Forestry and Fire Protection, Department of	\$96,179,775	\$5,782,696	6.0%
Parks & Recreation, Department of	\$54,510,850	\$11,687,889	21.4%
Water Resources, Department of	\$123,214,664	\$8,102,189	6.6%
Resources Totals	\$339,413,179	\$35,493,971	10.5%

Agency and Department	Total Contract Dollars	Small Business Contract Dollars	Department Small Business %
<b>State &amp; Consumer Services</b>			
Building Standards Commission, California	\$46,000	\$2,000	4.3%
Consumer Affairs, Department of	\$177,879,009	\$5,236,401	2.9%
Fair Employment & Housing Commission	\$61,412	\$1,154	1.9%
Franchise Tax Board	\$44,432,101	\$9,919,509	22.3%
General Services, Department of	\$949,568,399	\$234,208,788	24.7%
Public Employees' Retirement System	\$137,414,393	\$2,367,337	1.7%
Science Center, California	\$2,138,981	\$481,694	22.5%
Teachers' Retirement System, State	\$8,477,033	\$3,288,749	38.8%
State & Consumer Services Totals	\$1,320,017,328	\$255,505,632	19.4%
<b>Trade &amp; Commerce</b>			
Trade & Commerce Agency, California	\$10,091,512	\$1,457,807	14.4%
Trade & Commerce Totals	\$10,091,512	\$1,457,807	14.4%

Agency and Department	Total Contract Dollars	Small Business Contract Dollars	Department Small Business %
<b>Youth &amp; Adult Correctional</b>			
Corrections, Department of	\$576,857,646	\$41,884,176	7.3%
Prison Terms, Board of	\$666,493	\$222,729	33.4%
Youth Authority, Department of the	\$45,601,918	\$4,383,163	9.6%
Youth & Adult Correctional Totals	\$623,126,057	\$46,490,068	7.5%
<b>TOTALS</b>	<b>\$4,607,446,304</b>	<b>\$566,468,173</b>	<b>12.3%</b>

**Small Business Participation**  
**By Department and Contract Categories**  
**FY 99/00**

Department	Commodity			Service			Construction		
	Total Contract Dollars	Small Business Contract Dollars	Dept SB %	Total Contract Dollars	Small Business Contract Dollars	Dept SB %	Total Contract Dollars	Small Business Contract Dollars	Dept SB %
Aging, Department of	\$331,869	\$216,150	65.1%	\$63,329	\$0	0.0%	\$0	\$0	0.0%
Air Resources Board	\$5,278,050	\$665,235	12.6%	\$5,462,957	\$1,359,121	24.9%	\$11,388	\$0	0.0%
Alcohol & Drug Programs, Department of	\$2,931,571	\$375,839	12.8%	\$1,318,200	\$618,569	46.9%	\$0	\$0	0.0%
Alcoholic Beverage Control, Department of	\$345,791	\$72,351	20.9%	\$244,884	\$75,963	31.0%	\$0	\$0	0.0%
Arts Council, California	\$142,856	\$32,006	22.4%	\$57,173	\$8,293	14.5%	\$0	\$0	0.0%
Boating & Waterways, Department of	\$1,173,826	\$531,311	45.3%	\$125,817	\$14,971	11.9%	\$0	\$0	0.0%
Building Standards Commission, California	\$28,500	\$0	0.0%	\$17,500	\$2,000	11.4%	\$0	\$0	0.0%
Business, Transportation, Housing Agency	\$48,682	\$5,522	11.3%	\$134,843	\$180	0.1%	\$0	\$0	0.0%
Coastal Commission, California	\$187,054	\$17,919	9.6%	\$4,707	\$1,356	28.8%	\$0	\$0	0.0%
Coastal Conservancy, State	\$69,069	\$19,064	27.6%	\$2,017,126	\$116,512	5.8%	\$0	\$0	0.0%
Community Services & Development, Department of	\$488,867	\$79,175	16.2%	\$908,655	\$10,457	1.2%	\$0	\$0	0.0%
Conservation Corps, California	\$7,162,615	\$462,659	6.5%	\$6,476,635	\$71,322	1.1%	\$541,081	\$62,936	11.6%

Department	Commodity			Service			Construction		
	Total Contract Dollars	Small Business Contract Dollars	Dept SB %	Total Contract Dollars	Small Business Contract Dollars	Dept SB %	Total Contract Dollars	Small Business Contract Dollars	Dept SB %
Consumer Affairs, Department of	\$11,722,380	\$1,786,999	15.2%	\$165,942,760	\$3,403,011	2.1%	\$213,869	\$46,391	21.7%
Controller, State	\$1,996,272	\$134,790	6.8%	\$2,339,844	\$357,337	15.3%	\$0	\$0	0.0%
Corporations, Department of	\$1,370,564	\$350,775	25.6%	\$1,498,848	\$674,488	45.0%	\$0	\$0	0.0%
Corrections, Department of	\$145,432,595	\$29,814,371	20.5%	\$424,241,128	\$12,027,438	2.8%	\$7,183,923	\$42,367	0.6%
Criminal Justice Planning, Office of	\$327,131	\$80,117	24.5%	\$289,022	\$3,069	1.1%	\$4,500	\$0	0.0%
Developmental Services, Department of	\$28,413,513	\$7,500,740	26.4%	\$21,712,371	\$2,737,425	12.6%	\$6,068,637	\$1,362,558	22.5%
Emergency Medical Services Authority	\$486,821	\$242,393	49.8%	\$253,508	\$142,321	56.1%	\$2,967	\$2,967	100.0%
Emergency Services, Office of	\$7,686,048	\$545,148	7.1%	\$5,191,032	\$72,191	1.4%	\$0	\$0	0.0%
Employment Development Department	\$16,898,436	\$2,935,282	17.4%	\$26,999,140	\$2,768,375	10.3%	\$698,144	\$266,941	38.2%
Energy Resources, Conservation & Development Commission	\$1,735,799	\$500,199	28.8%	\$13,865,073	\$5,563,914	40.1%	\$0	\$0	0.0%
Environmental Health Hazard Assessment, Office of	\$2,000,508	\$78,885	3.9%	\$2,579,408	\$280,412	10.9%	\$644,625	\$293,351	45.5%
Environmental Protection Agency, California	\$385,225	\$101,534	26.4%	\$827,666	\$5,051	0.6%	\$0	\$0	0.0%
Equalization, Board of	\$3,887,261	\$874,256	22.5%	\$5,705,645	\$732,689	12.8%	\$0	\$0	0.0%
Exposition & State Fair, California	\$3,501,826	\$772,144	22.0%	\$6,133,069	\$0	0.0%	\$128,200	\$0	0.0%

Department	Commodity			Service			Construction		
	Total Contract Dollars	Small Business Contract Dollars	Dept SB %	Total Contract Dollars	Small Business Contract Dollars	Dept SB %	Total Contract Dollars	Small Business Contract Dollars	Dept SB %
Fair Employment & Housing Commission	\$44,849	\$1,154	2.6%	\$16,563	\$0	0.0%	\$0	\$0	0.0%
Fair Employment & Housing, Department of	\$121,677	\$26,897	22.1%	\$215,506	\$8,734	4.1%	\$0	\$0	0.0%
Finance, Department of	\$399,120	\$55,598	13.9%	\$186,129	\$11,002	5.9%	\$27,256	\$0	0.0%
Financial Institutions, Department of	\$196,383	\$74,412	37.9%	\$62,817	\$0	0.0%	\$0	\$0	0.0%
Fish & Game, Department of	\$21,302,996	\$508,369	2.4%	\$8,315,724	\$1,479,800	17.8%	\$2,530,368	\$570,865	22.6%
Food & Agriculture, Department of	\$8,407,550	\$1,403,450	16.7%	\$3,215,426	\$788,442	24.5%	\$73,787	\$7,500	10.2%
Forestry and Fire Protection, Department of	\$36,531,829	\$2,786,818	7.6%	\$58,828,132	\$2,987,205	5.1%	\$819,814	\$8,673	1.1%
Franchise Tax Board	\$26,738,379	\$7,564,830	28.3%	\$17,311,850	\$2,076,054	12.0%	\$381,872	\$278,625	73.0%
General Services, Department of	\$581,347,980	\$212,399,041	36.5%	\$47,344,058	\$5,735,800	12.1%	\$320,876,361	\$16,073,947	5.0%
Health & Human Services Agency Data Center	\$10,793,670	\$1,776,169	16.5%	\$29,374,007	\$1,181,853	4.0%	\$0	\$0	0.0%
Health Planning & Development, Office of Statewide	\$1,119,293	\$206,990	18.5%	\$644,446	\$37,673	5.8%	\$0	\$0	0.0%
Health Services, Department of	\$15,247,857	\$3,178,771	20.8%	\$16,060,733	\$977,755	6.1%	\$119,070	\$100,700	84.6%
Highway Patrol, California Department of	\$19,238,720	\$4,989,272	25.9%	\$4,894,806	\$1,074,819	22.0%	\$1,869,227	\$380,441	20.4%
Horse Racing Board, California	\$84,925	\$34,489	40.6%	\$3,794,261	\$0	0.0%	\$0	\$0	0.0%

Department	Commodity			Service			Construction		
	Total Contract Dollars	Small Business Contract Dollars	Dept SB %	Total Contract Dollars	Small Business Contract Dollars	Dept SB %	Total Contract Dollars	Small Business Contract Dollars	Dept SB %
Housing & Community Development, Department of	\$1,458,846	\$230,301	15.8%	\$227,314	\$13,114	5.8%	\$0	\$0	0.0%
Housing Finance Agency, California	\$714,225	\$45,961	6.4%	\$3,338,153	\$25,000	0.7%	\$39,937	\$0	0.0%
Industrial Relations, Department of	\$5,115,406	\$870,425	17.0%	\$2,024,540	\$31,025	1.5%	\$0	\$0	0.0%
Insurance, Department of	\$2,185,405	\$849,737	38.9%	\$7,070,568	\$1,376,512	19.5%	\$0	\$0	0.0%
Integrated Waste Management Board, California	\$3,111,783	\$337,713	10.9%	\$4,266,362	\$712,762	16.7%	\$7,796,681	\$109,070	1.4%
Library, California State	\$855,833	\$52,375	6.1%	\$588,381	\$15,399	2.6%	\$0	\$0	0.0%
Lottery Commission, California State	\$1,824,617	\$194,990	10.7%	\$14,817,687	\$3,628,873	24.5%	\$0	\$0	0.0%
Managed Risk Medical Insurance Board	\$225,104	\$125,471	55.7%	\$36,944	\$2,577	7.0%	\$0	\$0	0.0%
Mental Health, Department of	\$41,327,308	\$3,751,676	9.1%	\$20,164,343	\$1,751,385	8.7%	\$1,049,693	\$271,499	25.9%
Military Department	\$1,717,427	\$71,830	4.2%	\$1,599,243	\$187,542	11.7%	\$201,179	\$142,291	70.7%
Motor Vehicles, Department of	\$19,474,315	\$3,299,434	16.9%	\$22,343,873	\$4,144,148	18.5%	\$1,470,755	\$543,025	36.9%
Parks & Recreation, Department of	\$22,337,977	\$3,074,105	13.8%	\$10,780,889	\$292,235	2.7%	\$21,391,984	\$8,321,549	38.9%
Peace Officer Standards and Training, Commission on	\$671,065	\$157,849	23.5%	\$12,487,392	\$112,792	0.9%	\$0	\$0	0.0%
Personnel Administration, Department of	\$835,421	\$153,894	18.4%	\$3,301,475	\$1,684,200	51.0%	\$0	\$0	0.0%

Department	Commodity			Service			Construction		
	Total Contract Dollars	Small Business Contract Dollars	Dept SB %	Total Contract Dollars	Small Business Contract Dollars	Dept SB %	Total Contract Dollars	Small Business Contract Dollars	Dept SB %
Pesticide Regulation, Department of	\$2,751,404	\$1,154,009	41.9%	\$1,783,287	\$7,557	0.4%	\$0	\$0	0.0%
Prison Industry Authority	\$36,661,400	\$15,153,401	41.3%	\$15,153,401	\$4,359,950	28.8%	\$0	\$0	0.0%
Prison Terms, Board of	\$363,147	\$60,295	16.6%	\$303,346	\$162,434	53.5%	\$0	\$0	0.0%
Public Defender, State	\$936,820	\$239,666	25.6%	\$880,556	\$12,787	1.5%	\$0	\$0	0.0%
Public Employees' Retirement System	\$27,931,245	\$167,070	0.6%	\$109,483,148	\$2,200,267	2.0%	\$0	\$0	0.0%
Public Utilities Commission, State of California	\$499,183	\$73,061	14.6%	\$6,396,245	\$850,973	13.3%	\$0	\$0	0.0%
Real Estate Appraisers, Office of	\$87,543	\$36,547	41.7%	\$40,346	\$2,490	6.2%	\$0	\$0	0.0%
Real Estate, Department of	\$1,008,588	\$90,536	9.0%	\$1,784,827	\$310,368	17.4%	\$0	\$0	0.0%
Science Center, California	\$417,305	\$7,146	1.7%	\$1,721,676	\$474,548	27.6%	\$0	\$0	0.0%
Secretary of State	\$2,533,536	\$224,407	8.9%	\$10,554,463	\$235,725	2.2%	\$0	\$0	0.0%
Social Services, Department of	\$4,861,829	\$1,643,964	33.8%	\$17,978,013	\$3,067,915	17.1%	\$0	\$0	0.0%
State Lands Commission	\$242,229	\$1,978	0.8%	\$388,603	\$0	0.0%	\$0	\$0	0.0%
State Mandates, Commission on	\$42,219	\$5,990	14.2%	\$102,544	\$801	0.8%	\$0	\$0	0.0%
State University, California	\$130,498,536	\$11,113,614	8.5%	\$176,237,277	\$6,566,176	3.7%	\$233,975,796	\$10,641,812	4.5%

Department	Commodity			Service			Construction		
	Total Contract Dollars	Small Business Contract Dollars	Dept SB %	Total Contract Dollars	Small Business Contract Dollars	Dept SB %	Total Contract Dollars	Small Business Contract Dollars	Dept SB %
Stephen P. Teale Data Center	\$12,133,698	\$1,065,445	8.8%	\$40,161,786	\$78,397	0.2%	\$0	\$0	0.0%
Student Aid Commission, California	\$329,429	\$139,435	42.3%	\$24,954,578	\$405,049	1.6%	\$0	\$0	0.0%
Summer School for the Arts, California State	\$41,751	\$9,839	23.6%	\$1,034,582	\$0	0.0%	\$0	\$0	0.0%
Teacher Credentialing, Commission on	\$925,037	\$359,842	38.9%	\$408,206	\$66,834	16.4%	\$0	\$0	0.0%
Teachers' Retirement System, State	\$6,433,441	\$3,250,448	50.5%	\$2,028,592	\$38,301	1.9%	\$15,000	\$0	0.0%
Trade & Commerce Agency, California	\$1,879,184	\$870,970	46.3%	\$8,212,328	\$586,837	7.1%	\$0	\$0	0.0%
Traffic Safety, Office of	\$112,458	\$4,912	4.4%	\$1,196,294	\$0	0.0%	\$0	\$0	0.0%
Transportation, Department of	\$191,970,918	\$26,190,934	13.6%	\$161,981,973	\$16,762,317	10.3%	\$747,458,280	\$56,993,654	7.6%
Treasurer, State	\$1,133,765	\$157,570	13.9%	\$1,698,205	\$133,878	7.9%	\$0	\$0	0.0%
Veterans Affairs, Department of	\$6,894,218	\$222,449	3.2%	\$2,544,923	\$33,874	1.3%	\$0	\$0	0.0%
Water Resources Control Board, State	\$5,607,999	\$664,440	11.8%	\$4,524,196	\$396,162	8.8%	\$0	\$0	0.0%
Water Resources, Department of	\$36,177,927	\$1,382,418	3.8%	\$36,386,977	\$2,631,094	7.2%	\$50,649,760	\$4,088,677	8.1%
Youth Authority, Department of the	\$17,734,930	\$3,214,972	18.1%	\$25,973,994	\$1,150,499	4.4%	\$1,892,994	\$17,692	0.9%
<b>Statewide Totals by Contract Type</b>	<b>\$1,557,672,828</b>	<b>\$363,922,243</b>	<b>23.4 %</b>	<b>\$1,641,636,328</b>	<b>\$101,918,399</b>	<b>6.2%</b>	<b>\$1,408,137,149</b>	<b>\$100,627,531</b>	<b>7.1%</b>